## R. J. REYNOLDS TOBACCO CG. S A L E S M A T E R I A L S I DTR 1993 PREMIUM/COUPON WORKPLAN FOR 1228 CENTRAL JERSEY DIVISION

06/07/92 09:39:49.2 PAGE: 1

ITEM DESCRIPTON		2KN	ECST/SKU	TOTAL DOLLARS	TOTAL PV
WIN 1293 SM BBSF TSHIRT		<b>65</b> 0	97.2600	<b>63,819.</b> 00	900,000
WINSTON - BASE	TUTALS =	850	7712200	63,217,70	720,000
Marker Will William		<b>V</b> 3.		22,21	
WIN 1093 BM BBBF LSHTR UN1057	•	451	56.8500	37,015,85	781,200
WIN 1093 .507PK-300E5		22	312.1800	6,867.96	Z07,000
WIN 1993 .50/PK VFR		55	245.0000	5,390.00	207,000
		110	150.0000	17,600.00	627,000
WIN 1293 1.578 PKS-30027			150.0000		
		110		17,400.00	£27,000
WIN 1993 LS BESF MOTO BOTTLE		325	44.0000	14,300.00	240,000
WIN 1093 LS BEST BEACH BOTTLE		325	43.9300	14,277.25	260,000
WIN 1073 LS BECGF ENTRY DUSH		155	131.0000	20,305.00	1,240,000
WINSTON - MENU	TOTALS =	1720		133,356.07	4,213,200
72.72				•	
		6254			/ 000 000
WINSTON	TOTALS =	2370		196,575.07	4,993,200
SALEM 1093 100/2 PKS-30018		220	166.5300	36,636.60	1,463,000
SALEM 1093 100/2 PKS VPR		44	541.7800	23,839.32	830,000
SALEY - BASE	TOTALS =	264		60,474.92	2,343,000
Unite: Unite	itines -			21, 1111	-,,
SALEM 1073 400/CTN-30002		50	505,8000	25,270.00	1,425,000
SALEM 1098 300/CTN-30080		3:	412.8900	12,797.23	883,500
BALEM 1093 900 E/CTN-300E2		20	0081.898	17,863.60	750,000
		800	83.0500	66,440.00	960,000
SALEM 1977 BOSE T-SHIRT	-074 B		63,0300	122,392,89	
SALEN - MENU	TOTALS =	901		120,072.69	4,028,500
SALEM	TOTALS =	1165		182,567.90	£,371,500
"TRI-BRAND"300/000-80016		51	302.4500	15,424.95	747,000
		129	79.7600	10,211.84	153,600
MORE 198 BRD & REFILLABLE LIBATER			52.1200	6,515.00	100,000
MORE 178 GRO D THEHELL PEN		125		0,012+77 1,005-00	
MORE 4TH D PLAYING CARDS		:25	32.0400	4,005.00	100,000
MORE - MENU	TUTALS =	429		36,188.79	1,322,200
			,		
MORE	TOTALS =	429		36,156.79	1,322,600
PAUMI PM IN BOOK DIAVED ARCHIDAN		400	57.5300	23,012.00	480,000
CAMEL OM 10 POOL PLAYER ASHTRAY	****	400	2/12200	23,012.00	480,000
CAMEL - DASE	TOTALS =	400		23,0.2,00	750,000
CAMEL SME LIGHTER SET UN1057		190	67.6600	12,178.8)	720,000
CAMEL SM 10 200 BCC 30033		30	219,6300		570,000
CAMEL BY 10 CCASTERS		150	32.6500	4,897.50	180,000
CAMEL BM 19 CD TRAVELCASE		300	46.5300	13,959.00	240,000
		300	78.0500	23,418.00	
CAMEL ON 10 SKI HAT	<b>ምግን</b> ላነ ድ		/0.4044	61,042.20	
DAMEL - MENU	TOTALS =	950		DIPAGEN -	210/01000

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## R. J. REYNOLDS TOBACCO CD. S A L E S M A T E R I A L S 1 OTR 1993 FREMIUM/COUPON WORKPLAN FOR 1828 CENTRAL JERSEY DIVISION

08/07/92 09:39:50.1

PASE:

ITEM DESCRIPTON		SKU	EOST/SKU	TOTAL DOLLARS	TOTAL PV
CAMEL	TOTALS =	1260		94,654.20	2,550,000
DIVISION TOTALS =		5324		499,653.86	15,237,300

EJG5£071

R. J. REYNOLDS TOBACCO CO.

5 A L E S M A T E R 1 A L S
1 DTR 1993 PREMIUM/CDUPON WORKPLAN
FOR 1228 CENTRAL JERSEY DIVISION

09/07/92 09:39:50.2 PASE: 3

ITEM DEBORIFIES

COST/SKU

TOTAL DOLLARS

TOTAL PV

\*\*\*\*\*\*\* ERAND TOTAL \*\*\*\*\*\*\*\* = \$

499,453.96

5324

15,237,300

MONTH: JANUARY

1	PACK OUTLETS	l							
I	PREMIUM	ITEM#	S.K.U.S	UNITS	TIMING	H/H/ DESCRIPT.	H/H DISPLAY	PAYMENT	PURCHASE
-	SALEM \$1.00 OFF 2 PACK CPN	300281	220	22000	JAN.	SA \$1/2PK CPN	SA \$1/2PK CPN D	\$1.50	2 PKS
	SALEM \$1,00 OFF 2 PACK VPR	300282	44	22000	JAN.	SA \$1/2PK VPR	SA \$1/2PK VPR D	\$1.50	2 PKS
	WINSTON BRASS LIGHTER	300213	651	13020	JAN	WIBRASS LIGHTER	WI BRASS LTR D	\$1.50	3 PKS
	CAMEL SKI HAT	300426	300	6000	JAN	C SKI HAT 1Q	C SKI HAT 1QD	\$1.50	3 PKS

CARTON OUTLET PACK PRO	INS						
PREMIUM	ITEM#	S.K.U.'S	UNITS	TIMING	H/H/ DESCRIPT.	HI'H DISPLAY	PURCHASE
MORE PLAYING CARDS	300354	125	2500	JAN	MORE PLAY, CARDS	MORE PL. CARDS D	2 PKS
WINSTON \$1.50 OFF 3 PACK CPN	300222	110	11000	JAN	WI \$1,50/3PK CPN	WI \$1.50/3PK CPD	3 PKS

CARTON OUTLET CARTON PROMOTIONS

PREMIUM	ITEM # S.	K.U.S UNITS	TIMING	H/H/ DESCRIPT.		PAYMENT PURCHASE
WINSTON TOTE CUSHION	300430	155 3100	JAN	W TOTE CUSH ENT	W TOT CUSH ENT D	\$15(60CTN) 1 CARTON
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						的复数描滤器 肾髓
			13 日本建			
			民自共為			
	1144	<b>*****</b>			17、1918年1月1日 1月1日	相差數數學變化的是對

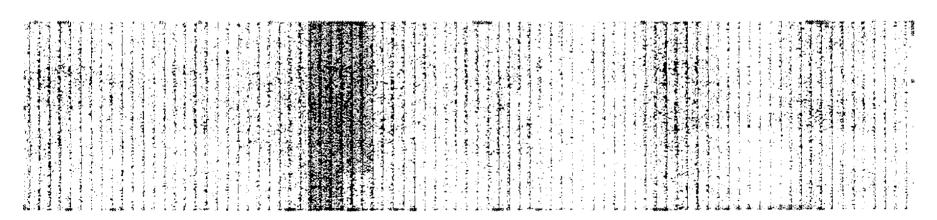
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## MONTH: FEBRUARY

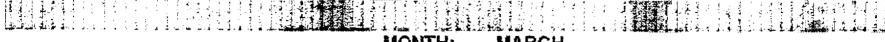
1	PACK OUTLETS	<b>.</b>							
_	PREMIUM	ITEM #	S.K.U.'S	UNITS	TIMING	H/H/ DESCRIPT.	H/H/ DISPLAY	PAYMENT	PURCHASE
ĺ	WINSTON 50 CENT V.P.R.	300219	22	11000	FEB/MARCH	WL:50/PK VPR	WI.50 PK VPR D	\$1.50	1 PK
	WINSTON 50 CENT COUPON	300217	22	11000	FEB/MARCH	WL.50/PK CPN	WILSOAPK CPN D	\$1.50	1 PK
	WINSTON S.S. T-SHIRT	300214	650	13000	FEB	WI T-SHIRT-FEB	WI T-SHIRT-FEB D	\$1.50	3 PKS
	CAMEL TRAVEL C.D. CASE.	300421	300	6000	FEB	C CD CASE 10	O CD CASE 1Q D	\$1 50	2 PKS

	CARTON OUTLET PACK PROMOTIONS						·	
	PREMIUM	ITEM#	S.K.U.'S	UNITS	TIMING	H/H/ DESCRIPT.	HJH/DISPLAY	PAYMENT PURCHASE
i	SALEM FRESHSIDE T-SHIRT	300285	ชี00	16000	<b>FEB/MARCH</b>	SA T-SHIRT 1Q	SA T-SHIRT IQ D	3 PKS
į	MORE REFILLABLE LIGHTER	300351	125	2500	FEB	MORE SUM LITE	MORE SLIM LTR D	2 PKS

l	CARTON OUTLET CARTON I	PROMO	TIONS	l			 	
	PREMIUM	ITEM#	S.K.U.'S	UNITS	TIMING	H/II/ DESCRIPT.		PURCHASE
	MORE \$3.00 CARTON COUPON	300350	51	5100	FEB	MORE'S3 CTN CPN		1 CARTON
	CAMEL \$2.00 CARTON COUPON	300418	30	3000	FEB	C \$2 CTN CPN	:	1 CARTON



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MONTH: MARCH

PACK OUTLETS								
PREMIUM	TITEM #	S.K.U.'S	UNITS	TIMING	HAV DESCRIPT.	H/H/DISPLAY	PAYMENT	PURCHASE
CAMEL POOL PLAYER ASHTRAY	300423	400	8000	MARCH	C ASHTRAY MARCH	C ASHTRA MARCH D	\$1.50	3 PKS
	300314	325	6500	MARCH	MOTOTSP BOTTLE	W MOTORSP BOTT D	\$1.50	2 PKS
WINSTON SPORTS BOTTLE	300015	325	6500	MARCH	WESPT BOTT BCH	WISPT BOT BOH D	\$1.50	2 PKS

CARTON OUTLET PACK PRO	OMOTIC	ONS						
PREMIUM	TITEM #	S.K.U.'S	UNITS	TIMING	H/H/ DESCRIPT.	H/H/DISPLAY	PAYMENT	PURCHASE
CAMEL LAQUERED COASTERS	300420	150	3000	MARCH	C COASTERS 1Q	C COASTERS (QD)		3 PKS
MORE TORTOISE SHELL PEN	300352	125	2500	MARCH	MORE INK PEN	MORE INK PEN D		2 PKS
WINSTON \$1.50 OFF 3 PACK CPN	300222	110	11000	MARCH	WI \$1,50/3PK CPN	Wt \$1.50/3PK CPD		3 PKS

CARTON OUTLET CARTON	PROMO	TIONS						
PREMIUM	ITEM#	S.K.U.'\$	UNITS	TIMING	H/H/ DESCRIPT.	H/H/ DISPLAY	PAYMENT	PURCHASE
SALEM \$3.00 COUPON	300283	31	3100	MARCH	SA \$3 CTN CPN		1	1 CARTON
SALEM \$4.00 COUPON	300280	50	5000	MARCH	SA \$4 CTN CPN			1 CARTON
SALEM \$9.00 COUPON	300284	20	2000	MARCH	SA \$6/2 CTN OPN		1	2 CARTON
CAMEL SET OF SUIGHTERS	300330	180	3600	MARCH	CISMELTES TO	CISME LTRS 1QD	\$15(60CTN)	1 CARTON